

Message Text

UNCLASSIFIED

PAGE 01 RIO DE 03255 090255Z

67

ACTION ARA-10

INFO OCT-01 EB-07 ISO-00 /018 W
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FM AMCONSUL RIO DE JANEIRO

TO USDOC WASHDC

INFO SSCSTATE WASHDC 2921X

AMEMBASSY BRASILIA

AMCONSUL SAO PAULO

UNCLAS RIO DE JANEIRO 3255

E. O. 11652: N/A

TAGS: BEXP, BR

SUBJ: ALABAMA-MISSISSIPPI IOGA AFTERMATCH

1. CONGEN HAS CONTINUED TO RECEIVED REQUESTS FOR INFORMATION ON TRADE MISSION FIRMS SOUTHERN FOUNDRY (WHICH SENT TO CATALOGUES OR OTHER INFO), MCWANE PIPE & STEEL, AND FOR FIRMS WHICH WERE NOT MISSION MEMBERS BUT WHOSE INTERESTS WERE REPRESENTED BY MISSION DIRECTOR. CVRD, BRAZIL'S LARGEST IRON ORE EXPORTER, IS INTERESTED IN LONG TERM COAL/IRON ORE EXCHANGE WITH FIRMS IN ALABAMA-MISSISSIPPI EXPORT COUNCIL AREA. ADDITIONALLY, DURING RIO STOPOVER, MISSION DIRECTOR, WILLIAM MILLER, DISCUSSED WITH LOCAL FIRMS POSSIBLE BRAZILIAN INVESTMENTS IN COAL MINES WITHIN ALABAMA-MISSISSIPPI AREA.

2. POTENTIAL HAS OPENED FOR LARGE, MULTI-MILLION DOLLAR BILATERAL TRADE DEALS INVOLVING SEVERAL FIRMS IN SCRAP PROCESSING MACHINERY, SCRAP, COAL, IRON ORE, AND PIG IRON. MISSION ORGANIZER (FIRST NATIONAL BANK OF BIRMINGHAM) IS IN EXCELLENT POSITION TO LEND TIMELY ASSISTANCE TO THESE TRADE OPPORTUNITIES THROUGH ITS BRAZILIAN CORRESPONDANT.

3. ACTION REQUESTED: COMMERCE SHOULD EXPEDITIOUSLY NOTIFY FIRST NATIONAL BANK OF ABOVE POSSIBILITIES FOR BILATERAL TRADE WITH BRAZIL. MISSION DIRECTOR MILLER IS INTERNATIONAL VICE PRESIDENT OF BANK AND IS AWARE OF OVERALL SITUATION REGARDING THESE POSSIBILITIES. HE SHOULD BE REQUESTED TO CONTACT HIS RIO
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CORRESPONDENT SOONEST TO TAKE ADVANTAGE OF DEVELOPMENTS.

4. COMMENT: THESE BILEATERAL EXPORTS SHOULD BE CONSIDERED A
DIRECT RESULT OF IOGA MISSION ACTIVITIES IN RIO. CONGEN RIO
WILL KEEP COMMERCE INFORMED AS TO PROGRESS OF NEGOTIATIONS.
DEXTER

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NNN

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